

Message Text

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12

ORIGIN EB-11

INFO OCT-01 EUR-25 NEA-10 ADP-00 COME-00 CIAE-00 DODE-00

PM-09 H-02 INR-10 L-03 NSAE-00 NSC-10 PA-03 RSC-01

PRS-01 SS-15 USIA-12 AID-20 IGA-02 MC-02 ACDA-19 IO-12

OMB-01 /169 R

DRAFTED BY EB/ OA/ AVP: CHDUDLEY: DWL

5/4/73 EXT. 29462

APPROVED BY EB/ OA/ AVP: JASILBERSTEIN

NEA/ IND - MR. HAWES (SUB)

COMMERCE - MR. MYERS (SUB)

----- 114948

R 042157 Z MAY 73

FM SECSTATE WASHDC

TO AMEMBASSY NEW DELHI

INFO AMEMBASSY BEIRUT

AMCONSUL BOMBAY

AMEMBASSY MOSCOW

C O N F I D E N T I A L STATE 085272

E. O. 11652: GDS

TAGS: BEXP, IN, UR

SUBJ: SOVIET PUSH FOR AIRCRAFT SALES IN INDIA

REF : (A) NEW DELHI 5108; (B) NEW DELHI 4979

BEIRUT FOR RCAA

1. BOEING AWARE SOVIET OFFER TV-154/ YAK-40 AIRCRAFT
FROM LOCAL AGENT AND EQUATES IT TO ROUGHLY SIMILAR SOVIET
PROPOSAL MADE EARLY 1970 JUST PRIOR INDIAN INITIAL PURCHASE
OF 7375 WITH EXCEPTION THAT AT THAT TIME OFFER INCLUDED
T -134 S. BOEING CONFIDENT IF DECISION ACQUIRE ADDITIONAL
AIRCRAFT MADE ON ECONOMIC GROUNDS, INDIA WOULD CHOOSE 7375
WITH LOWER OPERATING, MAINTENANCE COSTS; COMMNALITY OF
EQUIPMENT, ETC. OVER SOVIET AIRCRAFT WITH COMPARATIVELY
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HIGHER FUEL CONSUMPTION AND UNCERTAINTIES OF MAINTENANCE,
SPARES AVAILABILITY. (WITH RECENT ANNOUNCEMENT JET FUEL
RATIONING REF (B) WE TRUST IMPLICATION HIGH FUEL CONSUMP-
TION CHARACTERISTICS OF SOVIET AIRCRAFT NOT LOST ON
INDIANS). GIVEN ECONOMIC COMPARISON, IN BOEING VIEW
INDIAN CHOICE OF SOVIET AIRCRAFT COULD ONLY BE MADE ON
POLITICAL GROUNDS.

2. BOEING REPS LES HONG AND MIKE FITZPATRICK PLANNING VISIT
INDIA O/ A MAY 28, TO COINCIDE WITH CABRAL RETURO TESTS. BECKER.

UNCLASSIFIED
NMAFVVZCZ

*** Current Handling Restrictions *** n/a

*** Current Classification *** CONFIDENTIAL

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30 JUN 2005

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BOMBAY
MOSCOW
NEW DELHI
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005